

Last Update 12-05-2008  
REAL ESTATE CONTINUING EDUCATION APPROVED BROKER MANAGEMENT COURSES  
Virginia Real Estate Board

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ACT WEB SERVICES  
T/A ACTWEBSERVICES.COM  
2201 QUARTERMASTER LANE  
RESTON VA 20191  
PH: (703) 476-1747 FAX: (703) 860-8512  
EMAIL: RESCHOOL@ACTWEBSERVICES.COM

C O U R S E S

Course Number: 058424  
BROKER: BUSINESS MANAGEMENT IN A REAL ESTATE OFFICE (ON-LINE) 8 hour(s)  
Course Number: 058958  
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

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ALPHA COLLEGE OF REAL ESTATE INC OF VA  
T/A ALPHA-OMEGA COLLEGE OF REAL ESTATE  
638 INDEPENDENCE PARKWAY  
SUITE 100  
CHESAPEAKE VA 23320  
PH: (757) 427-1740 FAX: (757) 430-9897  
EMAIL: CMOCK@ALPHACOLLEGE OF REAL ESTATE.COM

C O U R S E S

Course Number: 057103  
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION 8 hour(s)  
Course Number: 057105  
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION (ON-LINE & CRP)  
8 hour(s)

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ALPHA COLLEGE OF REAL ESTATE INC OF VA  
T/A ALPHA-OMEGA COLLEGE OF REAL ESTATE  
11861 CANON BLVD SUITE A  
NEWPORT NEWS VA 23606  
PH: (757) 873-8884 FAX: ( ) -  
EMAIL: CMOCK@ALPHACOLLEGE OF REAL ESTATE.COM

C O U R S E S

Course Number: 057103  
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION 8 hour(s)  
Course Number: 057105  
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION (ON-LINE & CRP)  
8 hour(s)

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AMERICAS BEST  
953 ATTERBERRY RD  
P O BOX 699  
SEQUIM WA 98382

PH: (888) 910-5452 FAX: (877) 228-0799  
EMAIL: DEBORAHR@AMERICAS-BEST.NET

C O U R S E S

Course Number: 058822  
BROKER RISK MANAGEMENT (ON-LINE) 3 hour(s)  
Course Number: 058821  
BROKERAGE ADMINISTRATION AND MANAGEMENT (ON-LINE) 3 hour(s)  
Course Number: 058823  
HUMAN RESOURCES (ON-LINE) 3 hour(s)

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AVERY HESS ACADEMY OF REAL ESTATE  
2301 GALLOWS ROAD  
STE 230  
DUNN LORING VA 22027  
PH: (703) 723-3600 FAX: (703) 723-3720  
EMAIL: AMARTENEY@AVERYHESS.COM

C O U R S E S

Course Number: 058816  
BROKER MANAGEMENT-AN OVERVIEW OF ESCROW SUPERVISION ADVERTISING & OFFICE  
POLICIES & PROCEDURES 4 hour(s)  
Course Number: 058815  
RISK MANAGEMENT & CREATING A POSITIVE OFFICE ENVIRONMENT 4 hour(s)

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CAREER WEBSCHOOL  
T/A CENGAGE LEARNING INC  
3100 CUMBERLAND BLVD  
SUITE 1450  
ATLANTA GA 30339  
PH: (800) 860-7479 FAX: (770) 919-9979  
EMAIL: REALESTATE@CAREERWEBSCHOOL.COM

C O U R S E S

Course Number: 058093  
BUSINESS MANAGMENT IN A REAL ESTATE OFFICE (ON-LINE) 8 hour(s)

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CENTRAL VIRGINIA SCHOOL OF REAL ESTATE  
550 HILLSDALE DRIVE  
CHARLOTTESVILLE VA 22901  
PH: (434) 817-2397 FAX: (434) 817-2836  
EMAIL: SANDY@CAAR.COM

C O U R S E S

Course Number: 057878  
BROKER MANAGEMENT AND SUPERVISION - PART I 4 hour(s)  
Course Number: 057879  
BROKER MANAGEMENT AND SUPERVISION - PART II 4 hour(s)  
Course Number: 058734

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COLDWELL BANKER RESIDENTIAL BROKERAGE SCHOOL OF REAL ESTATE  
7220-B COLUMBIA PIKE  
ANNANDALE VA 22003  
PH: (703) 256-3636 FAX: (703) 041-7138  
EMAIL: MNICKEL@CBMOVE.COM

C O U R S E S

Course Number: 059069  
VA BROKER MANAGEMENT & AGENT SUPERVISION (ON-LINE) 8 hour(s)

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COOKE REAL ESTATE SCHOOL HEADQUARTERS INC  
4130-16 STREET NORTH  
SAINT PETERSBURG FL 33703  
PH: (800) 943-9993 FAX: (727) 522-9462  
EMAIL: MARKJENNINGS@COOKESCHOOL.COM

C O U R S E S

Course Number: 058928  
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

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DATA CONNECTION, LLC  
T/A REALESTATECE.COM  
2070 SILVER CITY RD  
RUSSELLVILLE TN 37860  
PH: (321) 725-2981 FAX: (866) 517-1406  
EMAIL: JEFF@REALESTATECE.COM

C O U R S E S

Course Number: 059020  
8 HOUR BROKER MANDATORY TOPICS (ON-LINE) 8 hour(s)

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DEARBORN FINANCIAL PUBLISHING, INC.  
T/A RECAMPUS.COM  
30 S WACKER DRIVE SUITE 2500  
CHICAGO IL 60606 7481  
PH: (312) 894-0757 FAX: (312) 836-1021  
EMAIL: CHRIS.HUNTLEY@KAPLAN.COM

C O U R S E S

Course Number: 058622  
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

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DULLES AREA REAL ESTATE SCHOOL

803 SYCOLIN ROAD #222  
LEESBURG VA 20175  
PH: (703) 777-2468 FAX: (703) 771-9787  
EMAIL: AMARTENEY@DULLESAREA.COM

#### C O U R S E S

Course Number: 058038  
21ST CENTURY BROKER MANAGEMENT 4 hour(s)  
Course Number: 059083  
BROKER MANAGEMENT - AN OVERVIEW OF ESCROW, SUPERVISION, ADVERTISING AND  
OFFICE POLICIES & PROCEDURES 4 hour(s)  
Course Number: 058027  
RISK MANAGEMENT 4 hour(s)  
Course Number: 059084  
RISK MANAGEMENT & CREATING A POSITIVE OFFICE ENVIRONMENT 4 hour(s)

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HENDERSON PROFESSIONAL DEVELOPMENT SEMINARS  
7411 RIGGS ROAD #412  
HYATTSVILLE MD 20783  
PH: (301) 434-2204 FAX: (301) 434-8084  
EMAIL: STUDY@HPDSEMINARS.COM

#### C O U R S E S

Course Number: 057003  
BROKER SUPERVISION & MANAGEMENT OF REAL ESTATE AGENTS 8 hour(s)

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HOUSING CONSULTANTS REAL ESTATE SCHOOL  
9420 ANNAPOLIS RD #216  
LANHAM MD 20706  
PH: (301) 429-3065 FAX: ( ) -  
EMAIL: HMCONSULT9420@VERIZON.NET

#### C O U R S E S

Course Number: 058591  
SUPERVISION AND MANAGEMENT 8 hour(s)

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KAPLAN REAL ESTATE SCHOOLS  
30 SOUTH WACKER DRIVE  
SUITE 2500  
CHICAGO IL 60606  
PH: (800) 972-2220 FAX: (312) 836-1146  
EMAIL: ADRIENNE.LINDSEY@KAPLAN.COM

#### C O U R S E S

Course Number: 058688  
VA MANDATORY BROKER AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

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KIRKS' INSTITUTE FOR ADVANCED REAL ESTATE STUDIES  
2111 WILSON BLVD  
# 700  
ARLINGTON VA 22201  
PH: (703) 351-5041 FAX: (703) 961-9107  
EMAIL: KIRKSINSTITUTE@AOL.COM

C O U R S E S

Course Number: 057496  
REAL ESTATE BROKER MANAGEMENT 8 hour(s)

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LONG & FOSTER INSTITUTE OF REAL ESTATE  
231 GARRISONVILLE RD  
STAFFORD VA 22554

C O U R S E S

Course Number: 058063  
ACCREDITED BUYER REPRESENTATIVE MANAGER 8 hour(s)

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LONG & FOSTER INSTITUTE OF REAL ESTATE  
3069 NUTLEY STREET  
FAIRFAX VA 22031  
PH: (703) 560-9044 FAX: (703) 560-9772  
EMAIL: NELL.LENNON@LONGANDFOSTER.COM

C O U R S E S

Course Number: 058063  
ACCREDITED BUYER REPRESENTATIVE MANAGER (ON-LINE) 8 hour(s)  
Course Number: 058139  
CREATING EXCELLENCE IN YOUR OFFICE 3 hour(s)  
Course Number: 057611  
POSITIVE LEADERSHIP 4 hour(s)  
Course Number: 057613  
RECRUITING IN THE REAL WORLD 4 hour(s)  
Course Number: 057612  
THE PROFITABLE OFFICE 4 hour(s)

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LONG & FOSTER INSTITUTE OF REAL ESTATE  
9321 MIDLOTHIAN TURNPIKE  
RICHMOND VA 23235  
PH: (804) 794-9650 FAX: ( ) -

C O U R S E S

Course Number: 058063  
ACCREDITED BUYER REPRESENTATIVE MANAGER 8 hour(s)

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LONG & FOSTER INSTITUTE OF REAL ESTATE  
1300 DIAMOND SPRINGS RD  
SUITE 102  
VIRGINIA BEACH VA 23455  
PH: (800) 543-3365 FAX: (301) 975-1035  
EMAIL: LILLIAN.YURKOS@LONGANDFOSTER.COM

C O U R S E S

Course Number: 058063  
ACCREDITED BUYER REPRESENTATIVE MANAGER 8 hour(s)

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LONG & FOSTER INSTITUTE OF REAL ESTATE  
INNSBROOK CORPORATE CENTER  
4435 WATERFRONT DR  
GLEN ALLEN VA 23060  
PH: (804) 346-4411 FAX: (804) 346-2239

C O U R S E S

Course Number: 058063  
ACCREDITED BUYER REPRESENTATIVE MANAGER 8 hour(s)

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MAI INSTITUTE  
109 S PITT ST  
ALEXANDRIA VA 22314  
PH: (703) 549-9292 FAX: ( ) -  
EMAIL: MBRIGGS@MCENEARNEY.COM

C O U R S E S

Course Number: 057666  
MANAGING A SUCCESSFUL REAL ESTATE OFFICE 4 hour(s)  
Course Number: 057665  
SUPERVISION OF IC REALTORS IN THE COMMONWEALTH OF VIRGINIA 4 hour(s)

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MCKISSOCK, LP  
218 LIBERTY STREET  
P O BOX 1673  
WARREN PA 16365  
PH: (800) 328-2008 FAX: (814) 723-7289  
EMAIL: TRACIE@MCKISSOCK.COM

C O U R S E S

Course Number: 058637  
BROKERAGE MANAGEMENT - 8 HOURS (ON-LINE) 8 hour(s)

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MONTAGUE MILLER REAL ESTATE ACADEMY  
500 WESTFIELD RD  
CHARLOTTESVILLE VA 22901  
PH: (434) 973-5393 FAX: (434) 951-7101  
EMAIL: BARBARAMCMURRY@MONTAGUEMILLER.COM

C O U R S E S

Course Number: 058423  
BROKER MANAGEMENT ISSUES AND ANSWERS 4 hour(s)  
Course Number: 057882  
RISK MANAGEMENT FOR BROKERS 4 hour(s)

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MOSELEY FLINT SCHOOLS OF REAL ESTATE INC  
13085 WEST JAMES ANDERSON HWY  
P O BOX 228  
BUCKINGHAM VA 23921  
PH: (434) 969-3000 FAX: (434) 969-4391  
EMAIL: BREID@MOSELEYFLINT.COM

C O U R S E S

Course Number: 058247  
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW 8 hour(s)  
Course Number: 058246  
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW (CRP & CLASSROOM)  
8 hour(s)  
Course Number: 056488  
HUMAN RESOURCE ISSUES IN REAL ESTATE TODAY 8 hour(s)  
Course Number: 057589  
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)  
Course Number: 056487  
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)  
Course Number: 056489  
TITLE INSURANCE AND ESCROW CLOSINGS 8 hour(s)

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MOSELEY FLINT SCHOOLS OF REAL ESTATE INC  
8633 MAYLAND DRIVE, BUILDING D  
PARHAM PARK  
RICHMOND VA 23294  
PH: (804) 270-9121 FAX: (804) 270-6720

C O U R S E S

Course Number: 058247  
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW 8 hour(s)  
Course Number: 058246  
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW (CRP) 8 hour(s)  
Course Number: 056488  
HUMAN RESOURCE ISSUES IN REAL ESTATE TODAY 8 hour(s)  
Course Number: 057589  
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)

Course Number: 056487  
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)  
Course Number: 056489  
TITLE INSURANCE AND ESCROW CLOSINGS 8 hour(s)

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MOSELEY REAL ESTATE SCHOOLS, INC.  
4502 STARKEY ROAD  
SUITE 200  
ROANOKE VA 24018  
PH: (877) 667-3539 FAX: (877) 667-1473  
EMAIL: STUDENT.SERVICE@MOSELEY.ORG

#### C O U R S E S

Course Number: 058588  
AGENT MANAGEMENT AND SUPERVISION: 1 hour(s)  
Course Number: 058795  
AGENT SUPERVISION AND MANAGEMENT 8 hour(s)  
Course Number: 058546  
AGENT SUPERVISION AND MANAGEMENT: CASES IN ADVERTISING AND COMMUNICATION  
(CRP) 1 hour(s)  
Course Number: 058545  
AGENT SUPERVISION AND MANAGEMENT: CASES IN ADVERTISING AND COMMUNICATION  
1 hour(s)  
Course Number: 058547  
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENCY INITIATION SUPERVISION,  
AND MANAGEMENT 1 hour(s)  
Course Number: 057941  
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENT MISCOND 1 hour(s)  
Course Number: 057943  
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENT MISCONDUCT (CRP) 1  
hour(s)  
Course Number: 058551  
AGENT SUPERVISION AND MANAGEMENT: CASES IN ESCROW ACCOUNT MANAGEMENT 1  
hour(s)  
Course Number: 058552  
AGENT SUPERVISION AND MANAGEMENT: CASES IN ESCROW ACCOUNT MANAGEMENT (CRP)  
1 hour(s)  
Course Number: 058553  
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DEALING AND FINANCIAL  
MANAGEMENT 1 hour(s)  
Course Number: 058554  
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DEALING AND FINANCIAL  
MANAGEMENT (CRP) 1 hour(s)  
Course Number: 058549  
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DISCLOSURE AND  
DISCLOSURE MANAGEMENT 1 hour(s)  
Course Number: 058550  
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DISCLOSURE AND  
DISCLOSURE MANAGEMENT (CRP) 1 hour(s)  
  
Course Number: 058587  
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER LISTING, LEASING AND  
COMMISSIONS (CLASSROOM) 1 hour(s)  
Course Number: 058585



AGENT SUPERVISION AND MANAGEMENT: CASES IN PERSONAL MISCONDUCT AND PROPER  
SUPERVISION (CLASSROOM) 1 hour(s)

Course Number: 058586

AGENT SUPERVISION AND MANAGEMENT: CASES IN PERSONAL MISCONDUCT AND PROPER  
SUPERVISION (CRP) 1 hour(s)

Course Number: 058548

AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENCY INITIATION, SUPERVISION,  
AND MANAGEMENT (CRP) 1 hour(s)

Course Number: 058848

VIRGINIA BROKER CE: MANDATORY AND ELECTIVE TOPICS 8 hour(s)

Course Number: 058849

VIRGINIA BROKER CE: MANDATORY AND ELECTIVE TOPICS 8 hour(s)

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MOSELEY-DICKINSON ACADEMY OF REAL ESTATE

1727 PETERS CREEK ROAD

ROANOKE VA 24017

PH: (540) 562-2575 FAX: (540) 562-2769

EMAIL: MOSELEYDICKINSON@CS.COM

#### C O U R S E S

Course Number: 058140

BROKER-SPECIFIC CONTINUING EDUCATION 8 hour(s)

Course Number: 058876

VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

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NEW RIVER VALLEY SCHOOL OF REAL ESTATE

125 PONDEROSA DRIVE

CHRISTIANSBURG VA 24073

PH: (540) 381-9354 FAX: (540) 381-9358

EMAIL: JESSICA@NRVAR.COM

#### C O U R S E S

Course Number: 058745

BROKER MANAGEMENT 8 hour(s)

Course Number: 057635

BROKER MANAGEMENT: REDUCING RISKS AND HEADACHES 2 hour(s)

Course Number: 057636

BROKER MANAGEMENT: REDUCING RISKS AND HEADACHES 3 hour(s)

Course Number: 058242

FAIR HOUSING & ANTI-TRUST LAW FOR BROKERS 2 hour(s)

Course Number: 058241

MISREPRESENTATION & FAILURE TO DISCLOSE 2 hour(s)

Course Number: 057633

OFFICE POLICY WORKSHOP 2 hour(s)

Course Number: 057634

OFFICE POLICY WORKSHOP 3 hour(s)

Course Number: 058220

TECHNOLOGY IN REAL ESTATE 1 hour(s)

Course Number: 058219

THE INDEPENDENT CONTRACTOR IN REAL ESTATE 1 hour(s)

Course Number: 058243

VIRGINIA AGENCY LAW            1 hour(s)  
Course Number: 058221  
WORKPLACE LAW AND OFFICE POLICIES            2 hour(s)

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NORTHERN VA ASSOCIATION OF REALTORS SCHOOL OF REAL ESTATE  
8411 ARLINGTON BLVD  
P O BOX 586  
FAIRFAX VA 22031  
PH: (703) 207-3200      FAX: (703) 207-3270  
EMAIL: RBROWN@NVAR.COM

C O U R S E S

Course Number: 058592  
BROKERAGE RISK AND LIABILITY            4 hour(s)  
Course Number: 058165  
CONQUERING CONTRACTS I: UNDERSTANDING BASIC CONTRACT LAW, OFFER AND  
ACCEPTANCE FORMS            6 hour(s)  
Course Number: 058162  
NEGOTIATIONS            3 hour(s)  
Course Number: 058166  
PRODUCTIVE AGENTS AND OFFICES            4 hour(s)  
Course Number: 058161  
RISK MANAGEMENT            4 hour(s)  
Course Number: 058163  
RULES AND TOOLS OF ADVERTISING- PART I            3 hour(s)  
Course Number: 058164  
RULES AND TOOLS OF ADVERTISING- PART II            3 hour(s)

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PENINSULA REAL ESTATE SCHOOL  
1001 NORTH CAMPUS PARKWAY  
HAMPTON VA 23666  
PH: (757) 599-5222      FAX: (757) 596-3911  
EMAIL: TINAS@VPAR.COM

C O U R S E S

Course Number: 058229  
BROKER MANAGEMENT SESSION I            4 hour(s)  
Course Number: 058228  
BROKER MANAGEMENT SESSION II            4 hour(s)  
Course Number: 059042  
MANAGING TECHNOLOGY FOR YOUR OFFICE PART 1            2 hour(s)  
Course Number: 059022  
MEDIATION AND CONFLICT RESOLUTION FOR THE BROKER MANAGER            2 hour(s)

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PRINCE WILLIAM ASSOCIATION OF REALTORS REAL ESTATE SCHOOL  
9213 CENTER ST  
MANASSAS VA 22110  
PH: (703) 368-8177      FAX: (703) 368-8977  
EMAIL: TERESA@PWAR.COM

C O U R S E S

Course Number: 058657  
ACCREDITED BUYER REP - MANAGER 8 hour(s)  
Course Number: 058746  
ESCROW, SUPERVISION, ADVERTISING & OFFICE POLICY 4 hour(s)  
Course Number: 058814  
RISK MANAGEMENT & CREATING A POSITIVE OFFICE ENVIRONMENT 4 hour(s)

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REAL ESTATE CAREER ACADEMY  
2050 GORDON W. SHELTON BLVD  
SUITE 202  
FREDERICKSBURG VA 22401  
PH: (540) 373-7711 FAX: (540) 373-0560  
EMAIL: MATTHEW@THEAGENTTRAINER.COM

C O U R S E S

Course Number: 057778  
ACCREDITED BUYER REP - MANAGER 8 hour(s)  
Course Number: 057993  
BROKER AGENCY 3 hour(s)  
Course Number: 058767  
LEGAL UPDATES FOR BROKERS - 3 HOURS 3 hour(s)  
Course Number: 058768  
OFFICE POLICY WORKSHOP 3 hour(s)  
Course Number: 058769  
OFFICE POLICY WORKSHOP 2 hour(s)  
Course Number: 057992  
RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)  
Course Number: 058686  
SHORTSALE BROKERAGE 3 hour(s)  
Course Number: 058384  
SOCIAL MEDIA RISK MANAGEMENT 2 hour(s)

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REAL ESTATE III SCHOOL OF REAL ESTATE  
1160 PEPSI PLACE STE 306  
CHARLOTTESVILLE VA 22901  
PH: (434) 817-9700 FAX: (434) 817-9709  
EMAIL: TONYAREYNOLDS@EMBARQMAIL.COM

C O U R S E S

Course Number: 058482  
BROKER MANAGEMENT AND SUPERVISION 8 hour(s)

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THE CE SHOP INC  
P O BOX 9335  
FARGO ND 58106  
PH: (888) 827-0777 FAX: (701) 293-7875  
EMAIL: MICHAEL@THECESHOP.COM

# C O U R S E S

Course Number: 058350  
 REAL ESTATE TECHNOLOGY:THE BROKER'S GUIDE TO SUCCESS (ONLINE) 4 hour(s)  
 Course Number: 058348  
 THE BROKERS GUIDE TO UNDERSTANDING REAL ESTATE & MORTGAGE FRAUD 4  
 hour(s)

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THE INSTITUTE FOR CONTINUING EDUCATION INC  
 9507 MANSION HEIGHTS DRIVE  
 HARVARD IL 60033  
 PH: (800) 621-8341 FAX: (815) 648-1616  
 EMAIL: ICE@4ICE.COM

# C O U R S E S

Course Number: 058083  
 BROKER MANAGEMENT (ON-LINE) 8 hour(s)

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THE REAL ESTATE ACADEMY INC  
 P O BOX 9442  
 RICHMOND VA 23228  
 PH: (804) 934-0010 FAX: (804) 934-0013  
 EMAIL: INFO@REALESTATEACADEMYINC.COM

# C O U R S E S

Course Number: 058986  
 VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

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THE REAL ESTATE SCHOOL OF THE RICHMOND ASSOC OF REALTORS  
 8975 THREE CHOPT ROAD  
 RICHMOND VA 23229 4657  
 PH: (804) 422-5019 FAX: (804) 422-5063  
 EMAIL: JBROWN@RAREALTORS.COM

# C O U R S E S

Course Number: 058182  
 ABRM 8 hour(s)  
 Course Number: 057365  
 BROKER CONTINUING EDUCATION 8 hour(s)  
 Course Number: 058456  
 BROKER RISK MANAGEMENT: AGENCY ISSUES 3 hour(s)  
 Course Number: 058317  
 FORECLOSURES & SHORT SALES: ETHICAL & PRACTICAL CONSIDERATIONS 3  
 hour(s)  
 Course Number: 057366  
 MODULE 1: OFFICE POLICY MANUALS 2 hour(s)  
 Course Number: 057367  
 MODULE 2: ESCROW MANAGEMENT 2 hour(s)

Course Number: 057368  
 MODULE 3: ERRORS & OMISSIONS INSURANCE 2 hour(s)  
 Course Number: 058872  
 VA BROKER MANAGEMENT & AGENT SUPERVISION (ON-LINE) 8 hour(s)

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VIRGINIA ASSOCIATION OF REALTORS  
 10231 TELEGRAPH ROAD  
 GLEN ALLEN VA 23059  
 PH: (804) 264-5033 FAX: (804) 262-0497  
 EMAIL: LILI@VAREALTOR.COM

#### C O U R S E S

Course Number: 057300  
 BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 2 hour(s)  
 Course Number: 057303  
 BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 3 hour(s)  
 Course Number: 058232  
 COACH YOUR OFFICE TO INCREASED PROFITABILITY 2 hour(s)  
 Course Number: 057758  
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS 2  
 hour(s)  
 Course Number: 058187  
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS-3 HOURS  
 3 hour(s)  
 Course Number: 058206  
 IMPLEMENTING PROFIT DRIVING INITIATIVES: THE 5 KEYS TO SUCCESS 2  
 hour(s)  
 Course Number: 057172  
 IT'S ABOUT LEADERSHIP 2 hour(s)  
 Course Number: 057933  
 LEGAL UPDATES FOR BROKERS - 2 HOURS 2 hour(s)  
 Course Number: 057934  
 LEGAL UPDATES FOR BROKERS - 3 HOURS 3 hour(s)  
 Course Number: 058207  
 MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS 3  
 hour(s)  
 Course Number: 058208  
 MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS 2  
 hour(s)  
 Course Number: 057753  
 MONEY TALKS/COMPENSATION ISSUES 2 hour(s)  
 Course Number: 057173  
 MOTIVATION THROUGH MANAGEMENT 2 hour(s)

Course Number: 057312  
 OFFICE POLICY WORKSHOP 2 hour(s)  
 Course Number: 057313  
 OFFICE POLICY WORKSHOP 3 hour(s)  
 Course Number: 058555  
 PRECAUTIONS TO TAKE IN A SLOW ECONOMY 6 hour(s)  
 Course Number: 057763  
 TEN STEPS TO A SUCCESSFUL EVICTION 2 hour(s)  
 Course Number: 057182  
 THE ESSENTIALS OF LEADERSHIP TO BUILD AN UNASSAILABLE TEAM 6 hour(s)

Course Number: 058213  
VRLTA AND 2008 LEGISLATIVE ISSUES 6 hour(s)  
Course Number: 058651  
WHAT'S IN YOUR POLICY MANUAL? 2 hour(s)

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WILLIAM E WOOD AND ASSOCIATES REAL ESTATE ACADEMY  
800 NEWTOWN RD  
VIRGINIA BEACH VA 23462  
PH: (757) 499-9663 FAX: ( ) -

C O U R S E S

Course Number: 058621  
HANDLING DIFFICULT PERSONALITIES 3 hour(s)

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WILLIAMSBURG REAL ESTATE SCHOOL  
5000 NEW POINT RD. SUITE 1101  
WILLIAMSBURG VA 23188 9418  
PH: (757) 253-0028 FAX: (757) 253-1559  
EMAIL: RITA@WAAREALTOR.COM

C O U R S E S

Course Number: 058105  
4 HOUR BROKER MANAGER CE COURSE-IS YOUR COMPANY LAWSUIT PROOF? 4  
hour(s)  
Course Number: 058106  
4 HOUR BROKER MANAGER CE COURSE-MANAGING RISK 4 hour(s)

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XTREME AGENT TRAINING LLC  
T/A MILLENNIUM SCHOOL OF REAL ESTATE  
4176 SOUTH PLAZA TRAIL  
SUITE 217  
VIRGINIA BEACH VA 23452  
PH: (757) 436-4336 FAX: (757) 548-6899  
EMAIL: ADMIN@MILLENNIUMSCHOOLOFREALESTATE.COM

C O U R S E S

Course Number: 058570  
BROKER MANAGEMENT & AGENT SUPERVISION 8 hour(s)  
Course Number: 058571  
BROKER MANGEMENT & AGENT SUPERVISION (CRP) 8 hour(s)